

Challenges of Working with HBCU/MSI

NASA HBCU/MSI Technology Infusion Road Tour

**University of Las Vegas Nevada
January 2017**

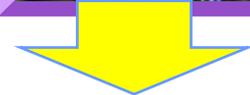
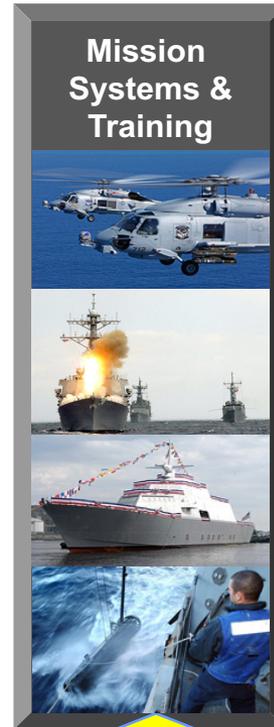


**Michelle Butzke
Supplier Relations Manager,
Civil Space Programs**

Doing Business With Lockheed Martin



Company Programs & Locations




Government IT Services
divestiture, 07/2016




Company acquisition,
10/2015

Challenges Working with HBCU/MSI



Academia Mindset

- Different Business Infrastructure
- Research, Research, Research
- Lack of Understanding about Aerospace Industry and Government Contracting
- Not Able or Prepared to “Sell” School Capabilities

Proposal Hurdles

- Schools Overwhelmed By The Flow Downs & Exhibits
- Terms & Conditions
- FFP Contracts vs. Cost Contracts / Time & Materials
- Rate Structure – Offering Fully Burdened Rates
- Clearly Identifying Capabilities and Resources

Challenges Working with HBCU/MSI



Contract Hurdles

- Government Contracting Process Is Long
 - Hard to Stay In Sync With Academic Calendar/Cycle
 - Large Investment of Time for Set Up of Contract
 - Opportunity Gone By The Time Proposed Work Is On Contract

- Offering Anything But Level of Effort Work Is Hard
 - Schools Aren't Set Up to Buy Materials
 - Schools Aren't Set Up Issue Subcontracts
 - Time Required to vet Gov't Approval Processes (Property, etc.)
 - Schools Aren't Set Up to Manage the Project and Invoice Accordingly

